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Chairman Tom Wheeler
Federal Communications Commission
445 12th Street, SW
Washington, DC 20554

Re: Business Data Services in an Internet Protocol Environment, WC Docket No. 16-143; Special Access Rates for Price Cap Local Exchange Carriers, WC Docket No. 05-25

Dear Chairman Wheeler:

Thank you for leading the FCC in its examination of fees pertaining to business data services. This is a highly important issue to my company, Philpott Solutions Group, which depends on broadband access to conduct a wide array of daily operations, including electronic commerce with our valued customers and strategic suppliers. It is unfortunate that excessive hidden fees have become the status quo, allowing telecom giants like AT&T and Verizon to seize the \$40 billion business data services industry.

While it should come as no surprise that, without competition, incumbents take unfair advantage of broadband pricing—it is a reality that must change. The FCC has pledged to bring affordable, accessible broadband to more consumers across America—including businesses. This won't fully come to pass until competition is increased in the marketplace.

Ohio is a major U.S. economic player. Our state ranks 15th in the nation in gross economic output, and is a domestic leader in the automotive, steel, agriculture and aerospace industries. All of these sectors are tied to broadband in different ways, such as tracking and managing crops, facilitating orders, and assisting with manufacturing tasks. Burdening businesses across these industries with hefty broadband fees limits their ability to compete and grow vigorously, and ultimately stifles innovation.

If we want the best out of Ohio's businesses—including mine—we need relief from high fees that particularly hinder small and rural businesses across the state. Agriculture alone comprised 14 percent of Ohio jobs and contributed nearly 12 percent of Ohio's economic output in 2010. Imagine what this industry and others could accomplish if telecom giants invested in infrastructure, rather than passing on more costs to businesses.

The high cost of business data service fees is holding back progress. Reforms that increase competition while decreasing prices can unleash bullish economic returns for The Buckeye State, and for our nation's GDP.

Thank you for considering my comments as a part of the FCC's discussion related to docket number 05-25. I appreciate your attention to this matter.

Sincerely,

Philpott Solutions Group Inc.

Michael K. Baach

President & CEO